



Government Support Services – Contracting
100 Enterprise Place
Suite # 4
Dover, DE 19904-8202

July 16, 2010

TO: ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES,
VOLUNTEER FIRE COMPANIES AND POLITICAL SUBDIVISIONS

FROM: WILLIAM W. PICKRUM
DEPUTY DIRECTOR
302-857-4501

SUBJECT: **AWARD NOTICE – Addendum # 4 effective September 8, 2010**
CONTRACT NO. GSS10594-HIRE
HAZARDOUS INCIDENT RESPONSE EQUIPMENT

**TABLE OF CONTENTS
OF
KEY CONTRACT INFORMATION**

1. MANDATORY USE CONTRACT:	2
2. CONTRACT PERIOD:	2
3. VENDORS:	2
4. SHIPPING TERMS:	6
5. DELIVERY AND PICKUP:	7
6. SCOPE:	7
7. DEFINITIONS:	7
8. HOW TO USE THIS CONTRACT:	8
9. PRICING:	9

KEY CONTRACT INFORMATION

1. MANDATORY USE CONTRACT:

[\(Return to Table of Contents\)](#)

REF: Title 29, Chapter 6911(d) Delaware Code. Every state department and agency within the Executive Branch and Judicial Branch of the state government shall procure all material, equipment and nonprofessional services through the statewide contracts administered by Government Support Services, Office of Management and Budget. Delaware State University, Delaware Technical and Community College, the operations funded by Public School Districts, Delaware Transit Corporation, Department of Elections, the Legislative Branch and the Board of Pension Trustees and their consultants are specifically exempted from the requirements of this subsection.

2. CONTRACT PERIOD:

[\(Return to Table of Contents\)](#)

Each contractor's contract shall be valid through May 31, 2015.

3. VENDORS:

[\(Return to Table of Contents\)](#)

Contract # GSS10594-HIREV01

State of New York Contract Number: 38232-19745

Vendor contract award number: **PC 62120**

FSF Vendor ID: 29821

SAFEWARE, INC.

Attn: Catherine Jones

3200 Hubbard Road

Landover, MD 20785-200

Phone: (800) 331-6760 X 188 or (301) 683-1212 X 188

Fax: (301) 683-1240

Email: cjones@safewareinc.com

Website: www.safewareinc.com

POC to contact in the event of an emergency occurring after business hours or on weekend-holiday:

Normal Business hours: M-F, 8 AM to 5 PM EST

Name: Charles Radcliffe

Phone: (800) 287-2130

Fax: (301) 683-1240

Cell: (301) 440-4975

Email: cradcliffe@safewareinc.com

Contract # GSS10594-HIREV02

State of New York Contract Number: 38232-19745

Vendor contract award number: **PC 61964**

FSF Vendor ID: 18807

FISHER SCIENTIFIC CO., LLC

Attn: Tim Zeh

200 Park Lane Drive

Pittsburgh, PA 15275-1118

Phone: (800) 955-9999 or (412) 490-8412

Fax: (412) 490-1026

Email: tim.zeh@thermofisher.com

Website: www.fishersci.com

POC to contact in the event of an emergency occurring after business hours or on weekend-holiday:

Normal Business hours: 24-7

Name: Fisher Customer Services

Phone: (800) 772-6733

Guaranteed Delivery: In stock 3 days ARO, direct vendor delivery varies by manufacturer lead time

<p>Vendor offers: Maintenance – Yes, 2% off of list price Calibration – Yes, 2% off of list price Service – Yes, 2% off of list price</p> <p>Guaranteed Delivery: Varies by item</p>	<p><i>Additional services offered by contractor to contract users at not added cost:</i></p> <p><u>LOGISTICS</u></p> <ul style="list-style-type: none"> ▪ 24-48 hours delivery for high volume or hot list items ▪ Scheduled delivered offered ▪ Lot sequestering services ▪ Customer reserve inventory ▪ Logistics-deliver needs assessment ▪ Multiple instate delivery points <p><u>QUALITY-PERFORMANCE</u></p> <ul style="list-style-type: none"> ▪ Certificate of Analysis ▪ Supplier rating ▪ Line fill Monitors ▪ Accounts payable monitors ▪ Back order monitors ▪ Ecommerce utilization monitors ▪ Transportation monitors ▪ Order efficiency monitors ▪ Invoice history audit reports 	<p><u>ENVIRONMENTAL-SAFETY</u></p> <ul style="list-style-type: none"> ▪ Removal of packing materials ▪ Product handling seminars ▪ MSDS database for distributed products ▪ Hazardous chemical purchase reports <p><u>SERVICE</u></p> <ul style="list-style-type: none"> ▪ 1 year equipment warranty ▪ Instrument initial setup & calibration <p><u>SYSTEMS</u></p> <ul style="list-style-type: none"> ▪ Customized billing reports and invoices ▪ Bar coded packing slips and shipment labels ▪ Customized usage report ▪ Evaluated receipts settlement ▪ Invoice history and audit reports <p><u>CUSTOMER SERVICE</u></p> <ul style="list-style-type: none"> ▪ FISHER Instrument specialist services ▪ Business systems specialist services ▪ On-site customer service ▪ Information and training seminars ▪ Supplier new product shows
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Contract # GSS10594-HIREV03

State of New York Contract Number: 38232-19745
Vendor contract award number: **PC 61970**
FSF Vendor ID: 35022
VWR INTERNATIONAL
Attn: David Unzicker
2039 Center Square Road
Bridgeport, NJ 08017
Phone: (215) 962-4752
Fax: (484) 881-5931
Email: david_unzicker@vwr.com
Website: www.vwr.com

Orders should be directed to:

Name: Karen Robinson
Phone: (800) 932-5000 X 4270
Fax: (866) 329-2897
Email: karen_robinson@vwr.com

POC to contact in the event of an emergency occurring after business hours or on weekend-holiday:

Normal Business hours: M-F, 7:30 to 5:00

Name: Jim Cummings
Phone: (856) 241-7211
Fax: (856) 467-2488
Pager: (856) 297-8208
Email: jim_cummings@vwr.com

Guaranteed Delivery: In stock 5 days ARO

Technical Assistance telephone support (866) 897-7233

Contract # GSS10594-HIREV05

State of New York Contract Number: 38232-19745
Vendor contract award number: **PC 63768**
FSF Vendor ID: 33172
REMOTEK, INC.
Attn: Marquis Syler – Contracts Manager
353 JD Yarnell Pkwy
Clinton, TN 37716-4013
Phone: (865) 269-1155
Fax: (865) 483-1426
Email: mark.syler@nge.com
Website: www.is.northropgrumman.com/by_solution/remote_platforms

Contractor sales contact:

Name: Jim Daniels
Phone: (865) 483-0228, Ext 165
Fax: (865) 483-1239

Contract # GSS10594-HIREV04

State of New York Contract Number: 38232-19745
Vendor contract award number: **PC 64412**
FSF Vendor ID: 47414
AARDVARK TACTICAL, INC.
Attn: Adolfo C. Alderete
1935 Puddingstone Drive
La Verne, CA 91750-5818
Phone: (909) 451-6106
Fax: (626) 609-4028
Email: aalderete@aardvarktactical.com
Website: www.aardvarktactical.com

POC to contact in the event of an emergency occurring after business hours or on weekend-holiday:

Normal Business hours: M-F, 9 AM to 5 PM PST

Name: Brent Doan
Fax: (626) 609-3474
Cell: (626) 428-5440
Email: bdoan@aardvarktactical.com

Guaranteed Delivery: 45-60 days ARO

Additional services offered by contractor to contract users at no added cost:

Recall Facilitation
Warranty Facilitation
Training

Contract # GSS10594-HIREV06

State of New York Contract Number: 38232-19745
Vendor contract award number: **PC 61968**
FSF Vendor ID: 47326
RAE SYSTEMS, INC.
Attn: Bob Ladzinski
3775 North First Street
San Jose, CA 95134-1708
Phone: (877) 723-2878 or (856) 986-8517
Fax: (609) 770-3386
Email: rladzinski@raesystems.com
Website: www.raesystems.com

Contractor sales contact:

Name: Roberta Potts
Phone: (408) 952-8256
Fax: (408) 952-8487
Email: rpotts@raesystems.com

<p>Email: remotecsales@nge.com</p> <p><i>POC to contact in the event of an emergency occurring after business hours or on weekend-holiday:</i> Normal Business hours: M-F, 8 to 5, 24 hour on call service Name: Remotec Service Technician Phone: (865) 483-0228, Ext. 244 Fax: (865) 483-1426 Cell Phone: (865) 548-6130 Email: remotecservice@ngc.com</p> <p>Guaranteed Delivery: 120 days ARO</p>	<p><i>POC to contact in the event of an emergency occurring after business hours or on weekend-holiday:</i> Normal Business hours: 8:00 to 5:00 Name: Bob Ladzinski Phone: (856) 986-8517 Fax: (609) 770-3416 Cell Phone: (856) 986-8517 Email: rladzinski@raesystems.com</p> <p>Guaranteed Delivery: 15 days ARO</p> <p>Delaware Distributor: Gen-El Safety & Industrial Products, LLC Contract # GSS10594-HIREV07 FSF Vendor ID: 34427 Attn: John Kelley 961 Route 10 East, Suite 2M Randolph, NJ 07869-1927 Phone: (973) 584-8777 Cell: (609) 707-3404 Fax: (973) 584-2727 Email: jkelly@genelsafety.com</p>
<p>Contract # GSS10594-HIREV08 State of New York Contract Number: 38232-19745 Vendor contract award number: PC 63040 FSF Vendor ID: 47413 AMRON INTERNATIONAL DIVING SUPPLY, INC. Attn: Van Richardson 1380 Aspen Way Vista, CA 92081-8349 Phone: (877) 462-6700 or (760) 208-6520 Fax: (760) 599-3857 Email: vrichardson@amronintl.com Website: www.amronintl.com</p> <p>Orders should be directed to: Name: Van Richardson Phone: (877) 462-6700 or (760) 208-6520 Fax: (760) 599-3857 Email: vrichardson@amronintl.com</p> <p><i>POC to contact in the event of an emergency occurring after business hours or on weekend-holiday:</i> Normal Business hours: M-F, 8:00am - 5:00pm PST Name: Mike Strickland</p>	<p>Contract # GSS10594-HIREV09 State of New York Contract Number: 38232-19745 Vendor contract award number: PC 63520 FSF Vendor ID: 47644 TACTICAL & SURVIVAL SPECIALTIES, INC. Attn: Jon Miller P. O. Box 1890 Harrisonburg, VA 22801-9788 Phone: (540) 434-8974 Ext 4211 or (877) 535-8774 Fax: (540) 434-7796 Email: jmiller@tacsurv.com Website: www.tacsurv.com</p> <p>Orders should be directed to: Name: Jon Miller Phone: (540) 434-8974 Ext 4211 or (877) 535-8774 Fax: (540) 434-7796 Email: jmiller@tacsurv.com</p> <p><i>POC to contact in the event of an emergency occurring after business hours or on weekend-holiday:</i> Normal Business hours: M-F, 8:30am - 5:30pm</p>

<p>Phone: (877) 462-6700 Fax: (760) 599-3857 Cell: (760) 300-7623 Email: mstrickland@amronintl.com</p> <p>Guaranteed Delivery: 30 days ARO</p> <p>Technical Assistance telephone support (866) 897-7233</p>	<p>Name: Neil Senatro Phone: (540) 434-8974 Ext 4250 Fax: (540) 434-7796 Cell: (540) 236-8007 Email: nsenatro@tacsurv.com</p> <p>Guaranteed Delivery: 30 days ARO</p>
<p>Contract # GSS10594-HIREV10 State of New York Contract Number: 38232-19745 Vendor contract award number: PC 61966 FSF Vendor ID: 16805 MAR-VEL INTERNATIONAL, INC. Attn: Noelle Irish 7115 Airport Hwy Pennsauken, NJ 08109-4301 Phone: (800) 325-5711 Ext 141 or (856) 488-4499 Fax: (856) 488-4343 Email: nirish@adsinc.com Website: www.mar-vel.com</p> <p>Orders should be directed to: Name: Noelle Irish Phone: (800) 325-5711 Ext 141 or (856) 488-4499 Fax: (856) 488-4343 Email: nirish@adsinc.com</p> <p><i>POC to contact in the event of an emergency occurring after business hours or on weekend-holiday:</i> Normal Business hours: M-F, 8:30am - 5:00pm Name: Noelle Irish Phone: (800) 325-5711 Ext 141 or (856) 488-4499 Fax: (856) 488-4343 Cell: (732) 850-1911 Email: nirish@adsinc.com</p> <p>Guaranteed Delivery: 30 days ARO</p> <p><i>Additional services offered:</i></p> <ol style="list-style-type: none">1. Assembly and Inspection of most equipment, including breathing Systems, SCBA and Scuba.2. Invitation to MCG Sponsored Seminars and Events.3. Training and Product Update Seminars.	

4. SHIPPING TERMS:

[\(Return to Table of Contents\)](#)

Price shall include all customs duties and charges and be net, F.O.B. destination any point within the State of Delaware, including tailgate deliver.

5. DELIVERY AND PICKUP:

[\(Return to Table of Contents\)](#)

Varies by vendor

6. SCOPE:

[\(Return to Table of Contents\)](#)

This multiple awarded contract with authorized distributors or manufacturers is for equipment that will qualify for Homeland Security Grant funding (SHSP) and the Law Enforcement Terrorism Prevention Program (LETPP) funding. See Office of Domestic Preparedness funding guidelines;
<http://www.dhs.gov/xopnbiz/grants/#2>

It should be noted that there is equipment available on these contracts that may be used for emergency response related activities but does not qualify for grant funding.

The Authorized Equipment List based on the SHSP and LETPP Authorized Equipment List is used to determine whether a specific offering is appropriate for this contract:

- 1) Personal Protective Equipment (PPE)
- 2) Explosive Device Mitigation and Remediation Equipment
- 3) CBRNE Search and Rescue Equipment
- 4) Detection Equipment
- 5) Decontamination Equipment
- 6) Physical Security Enhancement Equipment
- 7) Terrorism Incident Prevention Equipment
- 8) CBRNE Logistical Support Equipment
- 9) Medical Supplies
- 10) CBRNE Reference Materials
- 11) Agricultural Terrorism Prevention, Response and Mitigation Equipment
- 12) Intervention Equipment
- 13) Other Authorized Equipment

A description of some of the products covered in each category is available on the Federal Emergency Management website: http://www.fema.gov/txt/government/grant/hsgp/fy04_hsgp_guidance.txt

Upon request, contractor must be able to justify why the products referenced meet the intent of the contract.

7. DEFINITIONS:

[\(Return to Table of Contents\)](#)

Authorized Equipment – Equipment that the Federal Government has accepted as suitable for purchase using Federal Grant Domestic Preparedness monies. Current lists of categories are available at Office of Domestic Preparedness funding guidelines - <https://www.rkb.us/mel.cfm?subtypeid=549>
Emergency Responder Guideline may be viewed at
<http://www.homelandsecurity.org/bulletin/emergencyresponderguidelines.pdf>

For questions regarding the procurement of equipment authorized under the Office of Domestic Preparedness grant guidelines, please refer to the Responder Knowledge Base website:

<https://www.rkb.us/>. The website has links to all of the current and prior year AEL (authorized equipment list), as determined by ODP.

Certified Equipment – Equipment that has been tested and meets appropriate industry standards that have been set by the government or other professional organizations such as NFPA – National fire Prevention Association, UL – Underwriters Laboratory, etc. For questions regarding the procurement of equipment certified under the Office of Domestic Preparedness grant guidelines, please refer to the Responder Knowledge Base website: <https://www.rkb.us/mel.cfm>

8. HOW TO USE THIS CONTRACT:

Either Level I or Level II contractors may be chosen (Level II contractors- manufacturers or smaller distributors with a narrower offering). The basis for selection among multiple contracts at the time of purchase shall be the most economical alternative that meets form, function, and utility unless there are overriding practical issues, and should be in the best interests of the States, taking into consideration:

- Form, function and utility needs of the purchaser
- Price
- Overhead associated with storage and inventory of the goods
- Note that construction costs are not covered under installation in this award

It is recommended that contract users shop wisely:

1. NOTE: If a purchase is being made using Homeland Security, Law Enforcement Terrorism Prevention Federal, or other grant monies, end-users must notify vendor at time of ordering (place information on Purchase Order) that these funds are being used. This is required to meet grant tracking requirements.
2. If you are purchasing a large volume of a specific piece of equipment or costly item and know the manufacturer of the product, you may want to go to the manufacturer line spreadsheet. This sheet lists the manufacturer lines carried by each vendor. Obtain pricing from more than one vendor, if possible, and compare.
One of the simplest ways to do this is to send one email to all of the possible suppliers of the equipment you are looking to purchase. The “*Ordering/Quotes contact information*” button on this web-site will give you the email addresses and phone numbers you will need. We suggest you supply as much information as possible to the vendors. If possible- the manufacturer, manufacturer name and/or manufacturer item number, descriptions and quantity. Ask for best pricing on the items you wish to buy (pricing may be lower than the contract price list on this web-site but must not be higher). If you do not have a specific manufacturer in mind simply supply as complete a description of the item and quantity you will need.
3. Go to vendor web-site to view equipment handled or contact contractors for copies of the catalogs with the equipment specified therein. Contact contractor to set up account and registration for entry into contractor’s website for those vendors that have listed this service on their award pages if you wish to access their web catalog for these contracts.
4. When using this web-site, select vendors offering the type of equipment you wish to purchase. So that you may check pricing, a price list for each vendor, is located at the contract Award Notice homepage.
5. Compare pricing and availability of items you wish to purchase. If you are purchasing- or expect to purchase- a large quantity of any one item or a large quantity of items from any one manufacturers’ line during the course of one year, contact vendor contract administrator (name listed on vendor page to expedite contract purchases) and request additional discounts.
6. It is recommended that end-users seek pricing from more than one vendor, if they are purchasing costly equipment. An example of this would be the command vehicles. There are presently 3 manufacturers (as of 1/10) on contract. While each has vehicles listed, frequently modifications can be made or new vehicles are being added to the offerings. We recommend

that you contact all of the suppliers, discuss what it is you need and whether or not they feel they can meet that need. If possible, request pricing so that you can compare. We also recommend that you try to view their vehicles and get input from others who have purchased from those vendors.

7. For purchases of a large number of items, purchase from the vendor meeting your equipment needs who has offered the best pricing on the majority of the equipment (the highest dollar value) being ordered.
8. In case of emergency, go to the vendor able to supply the equipment in the most timely manner.
9. Choose the most cost effective option meeting your needs; document your choice and proceed with the purchase.

NOTE: Certain equipment must be certified to be purchased with grant monies.

- Check with vendor if you have any questions on whether or not equipment is certified. If vendor has asserted equipment is certified and you find after delivery that this is not the case, vendor is obliged to replace with certified equipment or to refund purchase price.
- You may also go to the Responder Knowledge Base website; <http://www.rkb.mipt.org/>

9. **PRICING:**

[\(Return to Table of Contents\)](#)

Prices will remain firm for the term of the contract year.

Safeware Price List:

http://www.ogs.state.ny.us/purchase/spg/pdfdocs/3823219745PL_Safeware.pdf

Fisher Scientific Price List:

http://www.ogs.state.ny.us/purchase/spg/pdfdocs/3823219745PL_Thermo.pdf

VWR International Price List:

http://www.ogs.state.ny.us/purchase/spg/pdfdocs/3823219745PL_VWR.pdf

Aardvark Tactical Price List:

http://www.ogs.state.ny.us/purchase/spg/pdfdocs/3823219745PL_AardvarkTactical.pdf

Remotec Price List:

http://www.ogs.state.ny.us/purchase/spg/pdfdocs/3823219745PL_Remotec.pdf

Amron International Price List:

http://www.ogs.state.ny.us/purchase/spg/pdfdocs/3823219745PL_Amron.pdf

Tactical & Survival Specialties Price List:

http://www.ogs.state.ny.us/purchase/spg/pdfdocs/3823219745PL_TacticalSurvival.pdf

Mar-Vel International Price List:

http://www.ogs.state.ny.us/purchase/spg/pdfdocs/3823219745PL_Mar-Vel.pdf

ADDITIONAL TERMS AND CONDITIONS

[\(Return to Table of Contents\)](#)

10. BILLING:

The successful vendor is required to **"Bill as Shipped" to the respective ordering agency(s).** Ordering agencies shall provide at a minimum the contract number, ship to and bill to address, contract name and phone number.

11. PAYMENT:

The agencies or school districts involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

12. PRODUCT SUBSTITUTION:

All items delivered during the life of the contract shall be of the same type and manufacture as specified unless specific approval is given by Government Support Services to do otherwise. Substitutions may require the submission of written specifications and product evaluation prior to any approvals being granted.

13. ORDERING PROCEDURE:

Successful contractors are required to have either a local telephone number within the (302) area code, a toll free (800) number, or agree to accept collect calls. Each agency is responsible for placing their orders and may be accomplished by written purchase order, telephone, fax or computer on-line systems. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

The Vendor contract award number **MUST** be shown on all Purchase Orders issued against contract.

14. HOLD HARMLESS:

The contractor agrees that it shall indemnify and hold the State of Delaware and all its agencies harmless from and against any and all claims for injury, loss of life, or damage to or loss of use of property caused or alleged to be caused, by acts or omissions of the contractor, its employees, and invitees on or about the premises and which arise out of the contractor's performance, or failure to perform as specified in the Agreement.

15. NON-PERFORMANCE:

In the event the contractor does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost between the contract prices herein and the price of open market product shall be the responsibility of the contractor. Under no circumstances shall monies be due the contractor in the event open market products can be obtained below contract cost. Any monies charged to the contractor may be deducted from an open invoice.

16. FORCE MAJEURE:

Neither the contractor nor the ordering agency shall be held liable for non-performance under the terms and conditions of this contract due, but not limited to, government restriction, strike, flood, fire, or unforeseen catastrophe beyond either party's control. Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this contract.

17. AGENCY'S RESPONSIBILITIES:

The Agency shall:

- a. Examine and review in detail all letters, reports, drawings and other documents presented by the Contractor to the Agency and render to the Contractor in writing, findings and decisions pertaining thereto within a reasonable time so as not to delay the services of Contractor.
- b. Give prompt written notice to the Contractor whenever the Agency observes or otherwise becomes aware of any development that affects the scope or timing of the Contractor's services.